

Message Text

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INFO AMEMBASSY ISLAMABAD

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AMEMBASSY SINGAPORE

AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: PORTS/SHIPBUILDING SPECIALIZED TRADE MISSION

REF : (A) STATE 28847 (B) KARACHI 0197 (C) KARACHI A-49

MAY 13, 1974

1. CONGEN GLAD TO RECEIVE NEWS OF ENERGETIC COMMERCE ACTIVITIES TOWARD ORGANIZATION SUBJECT TRADE MISSION. HAVING EXAMINED AVAILABLE AIRLINE SCHEDULES FOR FLIGHTS WHICH MISSION MIGHT USE IN TRAVEL FROM KHORRAMSHAR TO KARACHI, IT APPEARS THAT EARLIEST TIME AT WHICH MISSION COULD ARRIVE IN KARACHI WOULD BE 615 A.M., FRIDAY APRIL 18 VIA KU 270 AFTER TRAVEL STARTING FROM KHORRAMSHAR AT 8 P.M. THURSDAY, APRIL 17 VIA IR 601 (WHICH CONNECTS WITH KU 270 IN KUWAIT.) RETURN TO TEHRAN FROM KHORRAMSHAR AND FLIGHT FROM THERE TO KARACHI WOULD RESULT IN EVEN GREATER DELAY ACCORDING OUR ABC GUIDE.

2. IF CONGEN IS CORRECT IN ITS INTERPRETATION OF AIRLINE SCHEDULES, MISSION WOULD BE ARRIVING IN KARACHI IN PRESUMABLY FATIGUED, IF NOT EXHAUSTED, STATE AT END OF WEEK. WE MUST ALSO POINT OUT THAT THE THREE MAJOR AGENCIES WITH WHOM MISSION WOULD BE DEALING HERE, KPT, KSEW AND PQDA, OBSERVE HALF DAY HOLIDAYS ON FRIDAY AND SATUR-

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DAY. HENCE, EVEN IF MISSION WERE IN PHYSICAL STATE TO START

STRENUOUS ROUND OF MEETINGS AND OTHER ENGAGEMENTS ON APRIL 18, TIME WOULD BE EXTREMELY SHORT. WE, THEREFORE, SUGGEST THAT COMMERCE EXAMINE AIRLINE SCHEDULES IN CONNECTION WITH PHYSICAL STAMINA OF MISSION PARTICIPANTS TO DETERMINE WHETHER MISSION SHOULD NOT BE EXTENDED BY ONE OR TWO DAYS IN ORDER GIVE MISSION AT LEAST ONE NIGHT'S SLEEP BETWEEN TERMINATION OF ACTIVITIES IN IRAN AND START OF SCHEDULE IN KARACHI.

3. FOR MISSION TO BE EFFECTIVE HERE WE BELIEVE IT SHOULD HAVE AT LEAST TWO FULL WORKING DAYS, WITH MEMBERS IN ALERT PHYSICAL CONDITION FOR MEETINGS WITH THREE MAJOR PORT AND SHIPYARD ORGANIZATIONS PLUS POTENTIAL AGENTS AND OTHERS. WE DO NOT BELIEVE THAT SCHEDULE AS PRESENTLY PROPOSED WOULD ALLOW SUCH MINIMUM TIME AND WOULD APPRECIATE CONSIDERATION AND VIEWS COMMERCE THIS SUBJECT. IN THIS CONNECTION COMMERCE MIGHT WISH AGAIN CONSIDER, AS PREVIOUSLY SUGGESTED OUR REF B, THAT MISSION START WITH VISIT TO KARACHI AND THEN PROCEED TO TEHRAN ON ONE OF SIX DIRECT WEEKLY FLIGHTS. IF MISSION ENDED IN KHORRAMSHAR INDIVIDUAL MEMBERS WOULD BE IN GOOD POSITION CONDUCT FURTHER BUSINESS IN GULF OR COULD PROCEED TO INDIA AND/OR SINGAPORE VIA INTERMEDIATE STOPS.

4. WITH REGARD TO PROBLEM OF RECRUITMENT MISSION MEMBERS, CONGEN OFFERS FOLLOWING COMMENTS ON INDIVIDUAL U.S. FIRMS WHICH COMMERCE MAY WISH CONTACT:

(A) DREDGING SERVICES AND DREDGING EQUIPMENT - MR. ERIC P. TANZBERGER, MARKETING MANAGER, C. F. BEAN CORPORATION, NEW ORLEANS, LOUISIANA, TEL. (504) 581-1583 VISITED KARACHI JULY 1974 AND EXPRESSED EXTENSIVE INTEREST IN PORT PROJECTS IN KARACHI AS WELL AS THOSE BEING PLANNED FOR PERSIAN GULF. C.F. BEAN, THEREFORE, MAY BE INTERESTED IN TRADE MISSION PARTICIPATION, IF APPROPRIATE.

(B) VAN HOUTEN ASSOCIATES INC. OF NEW YORK CITY CURRENTLY HAS DREDGING CONSULTANCY CONTRACT WITH KARACHI PORT TRUST MAY BE INTERESTED IN OTHER ACTIVITIES IN REGION.

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(C) TWO AMERICAN FIRMS, RAYMOND INTERNATIONAL AND SANTA FE ENGINEERING ARE REPORTEDLY PREQUALIFIED TO BID ON CONSTRUCTION OF OIL TANKER BERTH AT KARACHI PORT. ONE OR BOTH OF THESE FIRMS MAY BE INTERESTED IN PARTICIPATING IN TRADE MISSION, IF APPROPRIATE.

5. IN ADDITION TO ABOVE SUGGESTIONS, CONGEN WOULD ALSO

LIKE TO CALL ATTENTION TO REF C WHICH LISTED NAMES OF
AMERICAN SUPPLIERS WHICH RESPONDED TO PORT QASIM MAJOR
PROJECT EARLY WARNING BY FORWARDING CATALOGS TO POST.
THESE FIRMS MIGHT BE INTERESTED IN PARTICIPATING IN
TRADE MISSION AT THIS TIME.
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